

EXHIBIT 41

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1 **Call Date:** 2018-10-15

2 **Call Duration:** 11:18

3 **Call Begin:** 17:45:46

4 **Participants**

5 JOHN WILSON

6 RICK SINGER

7 **File Name:** 9163848802 2018-10-15 17-45-46 10126-001

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9

10 SINGER: John. How are ya?

11 WILSON: Hey, Rick. Doin' well. And yourself?

12 SINGER: It's ki-- you're goin' in and out. Sorry.

13 WILSON: [OV/IA] I got a bad, uh, [IA]. It's just a--

14 SINGER: Where are you at?

(inaudible)

15 WILSON: In ~~Houston~~, they got a big thunderstorm goin'

16 through. Can you hear me better here?

17 SINGER: Yeah, I can hear you better.

18 WILSON: Uh...

19 SINGER: That's much better

20 WILSON: Uh, you're pretty busy these days, huh?

21 SINGER: Yep. We got early decision comin' up.

22 WILSON: [laughter]

23 SINGER: Uh, you're gonna be goin' through the same thing,

24 so...

United States District Court
District of Massachusetts

TRIAL EXHIBIT

578A

Case No. 19-CR-10080-NMG

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1 WILSON: Oh, I know, next year, exactly. So, hey, uh, there
2 were a couple topics. One was, ya know, my
3 daughters, and, uh, making some donations now,
4 whatever -- how that can work. And then, second, I
5 do wanna give some time [UI] talk a bit about your
6 overall, you know, pricing strategy and your
7 economic model if you want that. I don't want to
8 force it on you But I just think -

9 SINGER: [OV] No, no. So, yeah. So le-

10 WILSON: -- could be helpful.

11 SINGER: -- well, let's -- let's start with number one. So,
12 what would be great is... You know, w-- I have a
13 bunch of schools that we work with directly. And, you
14 know, it's kind of a first serve-- firs-first come,
15 first served. Right? So like I have
16 opportunity with Stanford in sailing. And I can do
17 other Stanford sports potentially too. And we have
18 Yale and we have Harvard. And then I can go after
19 all these other schools too. But, of course, I don't
20 know what the girls want.

21 WILSON: Right. Well, help me understand where you
22 have first come, first serve and, that -So, you
23 have, as you said, Stanford, sailing.

24 SINGER: Stanford, sailing. Got Yale, soccer, um, Harvard -

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1 WILSON: [OV] They probably wouldn't want Yale. Harvard?

2 What, uh -- what do you have at Harvard?

3 SINGER: Harvard, we could do multiple sports. I just need to

4 go to them. I could actually even go to Y-- uh, you

5 don't want Yale, because you thought that they were

6 too what? Too conservative or they were too liberal?

7 WILSON: Too liberal. [laughter]

8 SINGER: OK. I don't know which -- I don't know which side of

9 the room, uh, you know, you -- you come from. So,

10 uh, you know, we could do Stanford. We can do,

11 obviously USC with anything. Right? So that's an

12 easy one.

13 WILSON: How 'bout UCLA?

14 SINGER: UCLA, I could do the same thing.

15 WILSON: And what about, um - Got, uh, multiple

16 there. And what about the, um -- uh, Georgetown?

17 SINGER: Uh, for where?

18 WILSON: Georgetown?

19 SINGER: Georgetown, we could do the same thing. Yep.

20 WILSON: Lots of multiple opportunities.

21 SINGER: Yeah.

22 WILSON: So Stanford only has 1 or 2. Just sailing? Is that

23 about it?

24 SINGER: Um, so, uh, usually I can go t- sailing, I can go to

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1 the crew coach, 'cause I'm friendly with her, um and
2 we can, you know, d-- always do women's lacrosse. And
3 again, ya know, they don't have to play. They just -
4 I just-- that's the path I'm gonna get 'em in on.

5 WILSON: Gotcha. And what about Harvard? Crew, sailing.

6 Anything else?

7 SINGER: Um, sailing, crew, sometimes tennis. The key to here
8 is that, if I were to get a deposit, l-- you know,
9 like, uh, uh, half a million dollars in the bank,
10 then it's -- ya know, we can figure out where they
11 wanna go. So what I'd like to do is- I'm gonna be in
12 town on November 1st and 2nd. If you can start
13 probin' with the girls as to potentially their -
14 what they're thinking, then we -- you and I could -
15 if you're -- if you can be in town one of those days
16 -- I think it's a Thursday, Friday -- and we could
17 talk face-to-face, then we could figure out, OK, what
18 are we gonna go after. So if anybody asks me for like
19 a Stanford spot and we're not sure yet, then I can
20 call you and say, "Hey, somebody wants that spot and
21 I only have 1," or "I'm gonna get a second one," or
22 whatever. But having the money already, in advance,
23 makes it much easier. Because I gotta go with
24 whoever's gonna ante up.

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1 WILSON: Yeah. And who do we make these, uh, checks out to?

2 And, uh, what's, uh -- uh, what's your foundation?

3 Do you have a whole wiring -- send me an email with

4 all your wiring and all, uh...?

5 SINGER: Yeah. I can send ya a email with all the wiring

6 instructions. And then g- um, your check will be

7 - going to our foundation's account.

8 WILSON: Right, it goes to your foundation, right.

9 SINGER: Yes.

10 WILSON: Uh, uh, do you have mul-? So you have mutiples,

11 at Harvard and Stanford and, uh -

12 SINGER: Correct.

13 WILSON: You have multiples everywhere, it sounds like.

14 SINGER: Correct.

15 WILSON: And they don't actually have to do that sport,

16 you're saying. They could just go in and -

17 SINGER: Correct.

18 WILSON: -be like the, uh - the scorekeeper or -

19 SINGER: Corre-

20 WILSON: -- water boy, water girl.

21 SINGER: Manager or whatever you want to call 'em. Yeah.

22 WILSON: Uh, manager, those things. OK. And you can do 2 at 1

23 school, as well. You could do 2 at, uh...?

24 SINGER: It's more difficult to do. That's why it depends on

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1 where it is. And the earlier I know, then that gives
2 me a chance to go after it. 'Cause I'll have to
3 solicit, uh--

4 WILSON: [OV] let's say it's 2 at either Stanford or Harvard.

5 SINGER: So then, uh -

6 WILSON: [OV] Are those impossible or-

7 SINGER: No, it's not impossible, absolutely not. It's just a
8 matter of I just need to know that I go-- I gotta
9 start doin' my work now on that. So by you makin' the
10 deposit, it makes it easier for me, because I know I
11 g-- uh, because what they're gonna first say to me -
12 If I go to them - And let's say we're doin' 2 girls
13 in 1 place. Then they're gonna say to me, uh, "We're
14 gonna give up a spot for you. Are you are you
15 guaranteeing me that's she's comin'? And is the
16 family guaranteeing me that they're gonna ante up and
17 they're gonna make a payment?" Because they don't
18 want to give up a spot. And the earlier I do it, the
19 better.

20 WILSON: Gotcha. So, yeah, uh, what about Princeton? They have
21 multiples too?

22 SINGER: 1. Usually, I could try to get a second, but it's
23 more difficul-

24 WILSON: Only 1 at Princeton. OK.

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1 SINGER: Yeah.

2 WILSON: And same kinda deal, any sport? You don't have to
3 really play the sport?

4 SINGER: That's correct.

5 WILSON: And you can do that -- you can also get some kinda
6 chair things too, if you don't do the sport?

7 SINGER: Uh -

8 WILSON: Or, uh, sport is much easier?

9 SINGER: Um, yeah, the - It jus-- well, like it depends on
10 the school. To go after a dean is a little more
11 difficult. With your girls, because they're athletic
12 and they're big and all of that, I can sell to
13 anybody that they're athletic enough to be able to
14 take 'em and there'll be no question.

15 WILSON: Yeah. Their size and everything else, uh - So
16 they- Yeah.

17 SINGER: Correct.

18 WILSON: Even though they wouldn't play. OK.

19 SINGER: [OV] Correct.

20 WILSON: And Brown? Is, uh, Brown also 2? Or wh-?

21 SINGER: Brown's an option too. Yeah, sure.

22 WILSON: A couple of 'em. OK>

23 SINGER: Yeah.

24 WILSON: Uh, and those are all - except for like UCLA and

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1 USC -? Those are like the 350 and the other ones
2 gonna be like 1,000,000 or whatever?
3 SINGER: Yeah. The - the bog boys are gonna cost you over
4 1,000,000. And, uh, probably - if I know early
5 Enough, I could probably get it done at 1.5 for both
6 girls. Uh, I just need to -- I need to push now.
7 WILSON: OK. So, yeah, I can get ya more now, if that helps
8 you and makes everything certain. Um, so I'll give
9 you at least half. Maybe I can get ya 3/4 of a
10 million now, if that makes it like, you know, more
11 certain and you're gonna say -
12 SINGER: OK.
13 WILSON: -[IA] done, that's a better way to do it, for you.
14 SINGER: Uh -
15 WILSON: It makes it better -- you're saying better with the
16 schools, everything, it's much better to get it -
17 SINGER: [OV] We-- uh, th-the -
18 WILSON: -- [OV] as a guarantee.
19 SINGER: -- the amount, uh, that doesn't ma-matter right now.
20 It matters you're committed. And you putting down
21 some money, th-that I know - John, I kn-- known you
22 for years. So I know when we get the girls in, it's a
23 done deal and you're gonna take care of your part of
24 it, you're gonna make the payments to the schools and

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1 the -- to the coaches. And that's what I need-
2 that's--tha-- so I'm not worried about that.

3 WILSON: Uh, uh, help me understand the logistics? I
4 thought I make the payment to you and you make the
5 payment to the schools.

6 SINGER: Correct. That's correct.

7 WILSON: Oh, you said *I* make the payment to the schools.

8 You're-

9 SINGER: [OV] Well, no, no.

10 WILSON: You're [IA]...

11 SINGER: Uh, essentially, uh, it's gonna come to my
12 foundation - That's correct.

13 WILSON: And you pay. Right, right. OK.

14 SINGER: That's correct.

15 WILSON: Now, um, uh, how does that actually wor--? What if
16 they don't actually get in? [UI]

17 SINGER: Oh, no, no, no. Y-you don't have to worry about it.
18 They're -- it's g-- it's a done deal. And I'll know
19 beforehand if it's gonna be done or not.

20 WILSON: M-hum.

21 SINGER: [OV] But, uh -

22 WILSON: [OV] When will you know -

23 SINGER: -- [OV] see, uh -

24 WILSON: -- [OV] in the summer of next year?

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1 SINGER: -- I need a score. See? That's why I need their
2 grades and scores. And that's wh--
3 WILSON: Yeah. They get PSATs. And they just took the PSATs.
4 SINGER: Correct. And then I need the real scores. That
5 would be -- that's gonna -- that's gonna be able to
6 tell me how easy it is to -- to flow it through or
7 not. And I'm--hopefully both girls get the
8 same or something similar to each other.
9 WILSON: They've gotten pretty similar scores all along, plus
10 and minus math and English, that kinda stuff.
11 SINGER: Right.
12 WILSON: Yeah.
13 SINGER: Right.
14 WILSON: As long as, you know, like you can - 1300 or so, is
15 that OK?
16 SINGER: Correct.
17 WILSON: Is it -
18 SINGER: Yes. Yeah.
19 WILSON: -1300 plus? OK.
20 SINGER: Yeah.
21 WILSON: Now, do you ha- when you say you need to know, do you
22 have to actually have picked the school by when too
23 that it's - OK, it's 2 to Stanford, 2 at Harvard or
24 1 in each -

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1 SINGER: Well, uh, late -
2 WILSON: - 1 in USC, or -?
3 SINGER: - so I need that late spring.
4 WILSON: So late spring only. OK.
5 SINGER: Right. And you guys are gonna visit the schools by
6 then. You'll have so much fun, uh.
7 WILSON: [OV] Yeah, yeah. They're g-- they haven't gone to
8 these place-- they've been to some of them.
9 SINGER: Correct.
10 WILSON: But they need to go to them, look at 'em. And, does
11 it matter if they go to them and look at the - an-
12 and have this whole tour, with the school knowing, or
13 just go and look at themselves?
14 SINGER: No, uh. It's a -
15 WILSON: [OV/UI] suck up to the dean?
16 SINGER: --[UI] regular tour -- regular -- regular tour.
17 WILSON: OK. Do those have to be done durin' the week too?
18 They can't do 'em -
19 SINGER: Yeah.
20 WILSON: -- on a weekend really?
21 SINGER: Yeah. The weekends -- you know, because they don't
22 have the same energy.
23 WILSON: No, no. I understand that. But I meant for the
24 school, to meet with the whatever, faculty -- or not

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1 the facu-- but the...

2 SINGER: Well, they d-- they're just gonna go on a regular
3 tour. They're not gonna meet the faculty anyways.

4 WILSON: I mean, see the class, I meant not meet the faculty
5 but see the classrooms.

6 SINGER: [OV] Well, if we have kids that go there. We can set
7 it up with 'em. If I don't kids that go to 'em, they
8 don't go see classes. People don't--

9 WILSON: [OV] Oh, they do not. They just go on a tour --

10 SINGER: No. People are worried --

11 WILSON: -- of campus by --

12 SINGER: -- about all that. Yes.

13 WILSON: -- admissions? OK. So it's admissions tour, not like
14 a classroom tour?

15 SINGER: Correct.

16 WILSON: OK.

17 SINGER: Correct. Unless I have kids there.

18 WILSON: Gotcha. OK. So if I do it early on, you might even
19 get, you said, 2 -- uh, 2 of the top ones for 1
20 and a half million combined?

21 SINGER: Correct.

22 WILSON: And does it really matter, though, if it's 2 at 1 or,
23 uh, not?

24 SINGER: It doe--

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1 WILSON: [OV] Ho-how much did you...?

2 SINGER: [OV] It makes it ea-- it makes it easier if it
3 isn't. But it can be done.

4 WILSON: It could be done. OK. And you're pretty confident
5 right now, at--and all those top schools, you could
6 get something done, as long as they get --

7 SINGER: [OV] Yeah.

8 WILSON: -- [OV] a test score of [09:00] 1300.

9 SINGER: Because I'm -- I'm usin' up my spot now. And then
10 you have the next year early.

11 WILSON: OK. Great. And then, uh- You only have like 1 or
12 2 spots in each of these places, though, you're
13 saying.

14 SINGER: Correct.

15 WILSON: Or, y- uh, you have several, depending on the sport,
16 you were s- uh, 'cause like -

17 SINGER: Well, it depends.

18 WILSON: - Harvard, you can a couple -

19 SINGER: Uh, uh -

20 WILSON: - both crew and saili-

21 SINGER: Well, John, it uh - it depends on boy or girl, all
22 of that, right? Because -

23 WILSON: But I'm saying 2 girls.

24 SINGER: -- [UI] Yeah, usually 2 girls.

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1 WILSON: So my two--you can get a couple girls in each year,
2 to these places. And they may -

3 SINGER: Correct.

4 WILSON: -- take both of those spots.

5 SINGER: Correct.

6 WILSON: OK. Sound like you got 20 spots. You may only have
7 2.

8 SINGER: No. No, uh, right. [laughter] You're crazy.

9 WILSON: No. It's why you need to charge a bigger premium, my
10 friend.

11 SINGER: I got it. Well, we'll have that discussion in, in,
12 uh, November. How's that?

13 WILSON: OK. And that sounds great. So I w- I will get you -
14 Send me an email with where you need to send these
15 funds. And so you don't care. Half a million,
16 whatever, is good, $\frac{3}{4}$ of a million, doesn't really
17 matter, you're saying, just send something to you.

18 SINGER: Correct.

19 WILSON: And then, uh --uh, then you know we're locked in for
20 2. We don't know where yet.

21 SINGER: Correct. [OV]

22 WILSON: We'll determine that a little bit later in the year,
23 maybe November. So you have your dates? Is it 1 and
24 2, for sure? What is your schedule?

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1 SINGER: Excuse me?

2 WILSON: The dates [IA] --

3 SINGER: [OV] Yeah. November --

4 WILSON: -- [OV] come back to Boston, uh.

5 SINGER: -- [OV] 1st and 2nd. Yeah. November 1st and 2nd -

6 it's a Thursday, Friday -- I'll be -

7 WILSON: OK. Yeah. Right now we were plannin' on being out of

8 town, damn it. We're gonna be in Europe. Uh, when's

9 the next time you're in, uh, Boston?

10 SINGER: Uh, I'll have to figure that out. I'll let you know,

11 though.

12 WILSON: OK. My girls'll be in town. But w-- Leslie and I

13 will be out, yeah.

14 SINGER: OK. Gotcha.

15 WILSON: All right. Oh, by the way, you should mark your

16 calendar for next Ju-July, if you want, in, uh,

17 Paris. Got a big birthday, July, 18 and 19.

18 SINGER: OK.

19 WILSON: I rented out Versailles.

20 SINGER: Oh, my God. You're crazy.

21 WILSON: [laughter] I know. A black-tie party there. So

22 you'll have to come.

23 SINGER: Uh -

24 WILSON: Anyway. Uh, I will -- I'll get you -- uh, I'll

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1 parti-

2 SINGER: [OV] I'll send you the -- I'll send you the w-- uh,
3 information about the bank and the wiring stuff, uh,
4 probably in the next day or so.

5 WILSON: OK. That's great. It's good to hear that earlier is
6 better.

7 SINGER: Yep.

8 WILSON: I'm glad we had this conversation. And then I'll
9 have the girls run a filter, over the next few
10 weeks. Uh, they could meet with you in November
11 without us. Is that OK? Or would you -

12 SINGER: Sure.

13 WILSON: -want [UI] with us?

14 SINGER: Absolutely.

15 WILSON: OK.

16 SINGER: Absol-

17 WILSON: So I'll have the girls plan on meeting you sometime
18 November 1 and 2. Let me know the next time you're
19 [IA].

20 SINGER: Will do.

21 WILSON: Yeah. I'd be happy to help you with your business
22 mode. So I think you're leaving a lotta money on
23 table.

24 SINGER: I know y- I know that. We'll have that discussion.

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1 WILSON: OK. So the g-

2 SINGER: All right, John.

3 WILSON: Uh -

4 SINGER: Thanks.

5 WILSON: Take, care -

6 SINGER: OK. Bye-bye.

7 END OF AUDIO FILE